

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### PCB Piezotronics Inc.

#### North Carolina Manufacturing Extension Partnership

#### PCB Piezotronics Reports \$1.8 Million in Value from NC State Projects

##### Client Profile:

PCB Piezotronics manufactures piezoelectric quartz sensors for the measurement of dynamic pressure, force, vibration and impact. This instrumentation is used for test, measurement, monitoring and feedback control in the automotive, aerospace, industrial, military and commercial capacities. The company has plants in Buffalo, New York and Halifax, North Carolina. The Halifax facility employs 100 people.

##### Situation:

PCB Piezotronics realized they needed to improve quality and decrease re-work and overtime. They also wanted to eliminate waste in production, WIP (Work in Process) and increase their inventory turns. PCB contacted the North Carolina Manufacturing Extension Partnership (NCMEP), a NIST MEP network affiliate, for help.

##### Solution:

NCMEP provided extensive Lean manufacturing training, including Lean 101, Value Stream Mapping, 5S and multiple Kaizen labs to increase efficiency in the plant. As a result of the training, PCB Piezotronics established a one-piece flow, a concept based on using a pull-system to produce only what the client requests, and initiated an inventory management system.

##### Results:

- \* Retained sales of \$1.5 million.
- \* Realized \$190,000 in cost savings.
- \* Avoided unnecessary investments of \$120,000.
- \* Created 10 new jobs.
- \* Reduced downtime from 80 hours to zero.
- \* Reduced waste, inventory and WIP by \$60,000.
- \* Reduced lead time by 3 weeks.

##### Testimonial:

"The most extensive change was a change in our culture. Lean projects are everywhere and they are a driving force for solving problems. There is more cross-training and ultimately more product out the door."

David Pericak, Lean Leader